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Message Text

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FM SECSTATE WASHDC
TO AMEMBASSY TEHRAN PRIORITY

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E.O. 11652: N/A
TAGS: BEXP, IR
SUBJ: TRADE OPPORTUNITY: LECA PLANT

REF: TEHRAN 10914

1. LEADING SUPPLIER OF EQUIPMENT FOR LIGHTWEIGHT AGGREGATE PLANTS IN U.S. IS THE FULLER CO., CATASAUGUA, PENNA. 18032. PRODUCES BROAD RANGE OF PRIMARY EQUIPMENT FOR SUCH PLANTS, INCLUDING ROTARY KILNS, DUST COLLECTORS, CRUSHERS, SCREENS, SIZERS, ETC. FULLER COULD ALSO PRODUCE EQUIPMENT FOR PLANTS USING PATENTED "LECA" PROCESS, IF SPECIFICATIONS WERE FURNISHED, BUT SHOULD BE POINTED OUT THAT "LECA" PROCESS NOT USED MUCH IN U.S. SINCE AGGREGATE MADE BY THIS PROCESS SUITABLE ONLY FOR INSULATING PANELS OR SIMILAR USES NOT REQUIRING STRUCTUAL STRENTH. DELIVERY TIME ON ROTARY KILNS ABOUT 16 MONTHS. FULLER COULD DEVELOP COMPLETE PACKAGE PROPOSAL INCLUDING CONVEYORS AND OTHER PERIPHERAL EQUIPMENT IN ABOUT TWO MONTHS. CONTACT MR. NEAL BIEGE, SALES ENGINEER, TEL. 215-264-6011.

2. CEMENT & MINING SYSTEMS DIV. OF ALLIS-CHALMERS CORP., MILWAUKEE, WISC. 53201 PRODUCES ROTARY KILNS FOR LIGHTWEIGHT AGGREGATE PLANTS AND CAN ALSO DEVELOP COMPLETE EQUIPMENT PACKAGE USING COMPATIBLE MACHINERY OF BROAD GROUP OF
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MANUFACTURERS.

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CONTACT MR. WALLACE SCHULTZ, SENIOR PROCESS ENGINEER, TEL. 414-475-3 21. SCHULTZ CAUTIONS THAT MEANINGFUL PROPOSAL TAKES UP-TO TWO MONTHS TO DEVELOP, AND ACTUAL DELIVERY OF EQUIPMENT MAY TAKE ANOTHER 18-24 MONTHS.

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3. KENNEDY VAN SAUN CORP., DANVILLE, PENNA. 17821, IN ADDITION TO BEING SUPPLIER OF EQUIPMENT, HAS DESIGN/ CONSTRUCTION CAPABILITY, PLUS OVERSEAS EXPERIENCE. WOULD CONSIDER TURNKEY PROPOSAL. CONTACT EDWARD BAGDOYAN (TEL. 717-275-3050).

4. MR. FRANK ERSKINE, MANAGING DIRECTOR, EXPANDED SHALE, CLAY & SLATE INSTITUTE, NATIONAL PRESS BLDG., WASHINGTON, D.C. 20045, FURNISHED FOLLOWING NAMES OF INDIVIDUALS WITH OPERATING EXPERIENCE QUALIFIED TO COUNSEL SADEGHI IN PROBLEMS HE FACES IN BUILDING AND OPERATING PLANT IN IRAN:

(A) MR. BEN F. PARK, BOX 155, OTTAWA, KANSAS 66067, TEL. 913-CH2-1914, FORMER PRESIDENT, EXPANDED SHALE, CLAY & SLATE INSTITUTE, IS INDEPENDENT CONSULTANT TO INDUSTRY, HAS ALSO SERVED ABROAD IN INTERNATIONAL EXECUTIVE SERVICE CORPS. PARK WOULD BE INTERESTED IN SERVING AS CONSULTANT TO SADEGHI IN DEVELOPMENT OF PROJECT, ANALYZING RAW MATERIAL SITUATION, SELECTING CAPABLE/DESIGN ENGINEER, OVERSEEING CONSTRUCTION PHASE, PRODUCTION START-UP, ETC.

(B) MR. POPE SCHOENBERGER, GENERAL MANAGER, MATERIAL SERVICE CORP., 300 WEST WASHINGTON ST., CHICAGO, ILL. 60606, TEL. 312-372-3600. SCHOENBERGER IS ALSO VICE CHAIRMAN OF PRODUCTION COMMITTEE, EXPANDED SHALE, CLAY & SLATE INSTITUTE.

(C) JACK SEIBEL, PRODUCTION MANAGER, CARTER-WATERS

2570.

(D) CEDRIC WILLSON, VICE PRESIDENT, RESEARCH & DEVELOPMENT, TEXAS INDUSTRIES INC., BOX 400, ARLINGTON, UNCLASSIFIED

TEX. 76010, TEL. 817-265-7321.

5. IN VIEW EXTREMELY TIGHT DEADLINE, SUGGEST SADEGHI VISIT U.S. ASAP FOR DETAILED DISCUSSION PROJECT REQUIREMENTS AND SELECTION OF DESIGN/CONSTRUCTION FIRM AS WELL AS TYPE OF EQUIPMENT NEEDED. ERSKINE IN GOOD POSITION TO HELP SADEGHI ARRANGE IN DEPTH BRIEFINGS TO LEARN OF INDUSTRY PROBLEMS AND PROSPECTS WHILE IN U.S. TEL. 202-783-1169. KISSINGER

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